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RUEHC/SECSTATE WASHDC 4319

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SENSITIVE
SIPDIS

STATE PM/DTCC

E.O. 12958: N/A
TAGS: [ETRD](#) [ETTC](#) [EIND](#) [EINT](#) [KU](#)
SUBJECT: RESPONSE, BLUE LANTERN BROKER INQUIRY CASE NO.
K-2167

REF: STATE 99547

¶1. (SBU) Per reftel request, Econoff visited the Gulf Group Holding Company on December 14 and met with its CEO Mahmoud Al-Haj to substantiate the company's bona fides as a broker of USML items. Econoff confirmed that the company was in business at the listed location. Al-Haj stated that his company serves as an agent for American companies supporting U.S. efforts in Iraq. Gulf Group Holding Company was established in 1985 as a family owned business by Fouad Al-Fawzan and his sons Fareed and Mishad. Al-Haj would not specify the company's revenue but he did state that the company employs 250 people in Kuwait. Gulf Group Holding Company also has satellite firms in the U.S., the U.A.E., Saudi Arabia, Qatar and Iraq. The company works primarily as a Kuwaiti agent/sponsor for American companies doing business in Kuwait and Iraq.

¶2. (SBU) Gulf Group Holding Company's government clients include the MoD, MoI, the National Guard and the Amiri Guard and serves as the agent/sponsor in Kuwait for Flir Systems, a thermal imaging company. Econoff later confirmed Gulf Group Holding Company's registration with the Kuwait Chamber of Commerce and Industry.

¶3. (SBU) Al-Haj stated that he always has a GoK end-user certificate for his military tenders. Al-Haj told Econoff that Gulf Group Holding Company does not market U.S.-origin equipment outside of Kuwait, although his company has clients outside of Kuwait. He indicated that he is aware of U.S. Munitions List restrictions, including the prohibition against unauthorized re-transfers and re-exports.

¶4. (SBU) Post believes that Gulf Group Holding Company is a reputable broker for USML items.

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